

# THE MANUFACTURING CONFECTIONER

## ANNUAL INDEX

### CONTENTS JANUARY TO DECEMBER, 1940 — SUBJECTS — AUTHORS

<p><b>A</b></p> <p>Abstracts, Technical ..... Sept.-19      Advertising Candy by Smell ..... Feb.-47</p> <p><b>Air Conditioning—</b></p> <p>Finished Goods, Storage, How Walter Baker Improved (Sanstrom) ..... Oct.-17      The Retail Show, Air Conditioning (Eddington) ..... Jan.-23</p> <p>Almond Toffee (Recipe) ..... Jan.-24      Aprons, Grease-Proof (Mail Exchange) ..... Apr.-25</p> <p><b>Associated Retail Confectioners Assn.—</b></p> <p>Interesting Convention Program Planned ..... Feb.-22      Convention Program ..... May-26      Retains Mavrakos as President (24 Annual Convention) ..... June-23      1941 Convention to Chicago ..... Nov.-26</p> <p>Avenues of Filth in the Confectionery Plant (Wharton) ..... June-18</p> <p>Walter Baker &amp; Co. Improves Finished Goods Storage (Sanstrom) ..... Oct.-17      Bar Goods (Candy Clinic) ..... Sept.-20      Barrington Report Adopted at N.C.A. Convention ..... June-15      Barrington Survey (Editorial) ..... May-37      "Bars", Candy (Mail Exchange) ..... Mar.-28      Benzoate of Soda, Wisconsin Ruling on ..... Feb.-54      Bob's Candy Plant Rebuilt After Tornado ..... July-18      Bon Bons, Pineapple-Coconut (Recipe) ..... Oct.-23      Booklets, New—Improved Sterilization—How to Load Corrugated Boxes ..... Oct.-36      Brach Dealers, Revolving Table Deal for ..... Apr.-39      Biochemistry of Figs (Digest) ..... Sept.-19</p> <p><b>C</b></p> <p>Candy A Food? (Editorial) ..... July-27</p> <p><b>Candy Clinic—</b></p> <p>Bar Goods ..... Sept.-20      Easter Candies and Moulded Goods ..... May-39      Gums and Jellies: Marshmallows ..... July-21      Holiday Packages and Hard Candy ..... Jan.-25      1940 Clinic Selections ..... Dec.-19      One-Pound Chocolates; Assortments ..... Mar.-23      Salted Nuts; Chewy Candies; Caramels ..... Feb.-26      Schedule for 1941 ..... Dec.-20      Small Package Candies ..... Nov.-20      Summer Packages, Fudge ..... Aug.-19</p> <p>Candy Plant Housekeeping — A Series (Clayton) ..... July-15; Aug.-15; Sept.-14; Nov.-13; Dec.-15      Caramels (Candy Clinic) ..... Feb.-26      Caramels, Imagination Plus (Battu) ..... May-32      Cherries, Chocolate-Covered, Packaging of ..... Feb.-48      Cherries, Maraschino, Ruling on ..... Feb.-52      Chewy Candies (Candy Clinic) ..... Feb.-26</p> <p><b>Chicago Candy Production Club—</b></p> <p>Elects Olsen ..... Feb.-25      Five New Members Received ..... Dec.-32      Golf Tournament ..... Sept.-41      Stag at Clinton ..... July-32</p> <p><b>Chocolate (Cacao)</b></p> <p>Cacao Bean Germ Oil, Vitamin Content of (Digest) ..... Sept.-19      Cacao Enzyme, Coagulation of Milk by (Digest) ..... Sept.-19      Cacao Fat Identification by Hoton's Method (Digest) ..... Sept.-19      Cacao Powder (Mail Exchange) ..... Mar.-28      Coverage of Chocolate Coatings—The Bob Test (Freundlich) ..... Jan.-20; Feb.-19      Standards, Hearing On ..... Nov.-19</p> <p><b>Chocolates—</b></p> <p>Assortments, One-Pound (Candy Clinic) ..... Mar.-23      Finished Goods Storage, How Walter Baker Improved (Sandstrom) ..... Oct.-17      Controlling Warehouse Pests (Clayton) ..... Aug.-15</p>	<p>Convention, The Coming (Editorial) ..... Apr.-27      Corrugated Shipping Boxes, How to Load (Booklet) ..... Oct.-36</p> <p><b>Credit, Confectionery—</b></p> <p>Confectionery Credit (Editorial) ..... May-37      Confectionery Credit Executives Meet in Toronto ..... Mar.-34      Credit and Collection in the Confectionery Industry (Stang) ..... July-24; Aug.-43      Second Annual Midwest Conference ..... Mar.-20</p> <p><b>D</b></p> <p>Dealers, Education in Proper Housekeeping (Clayton) ..... Dec.-15      Deception (Editorial) ..... Apr.-27      Dragees, Silver, Ruling on ..... May-35      Drug Store, Candy in The (McGarry) ..... Apr.-17</p> <p><b>E</b></p> <p>Easter Candies and Moulded Goods (Candy Clinic) ..... May-39      Easter Goods (Editorial) ..... Mar.-26      Educating the Dealers (Housekeeping) — Clayton ..... Dec.-15      Egg Decorations (Mail Exchange) ..... Sept.-34      Egg White Solids, Fresh, In Candy Processing (Conquest) ..... May-28      Emulsification (Digest) ..... Sept.-19      Emulsification Agent (Digest) ..... Sept.-19      Enzyme, Cacao, Coagulation of Milk by (Digest) ..... Sept.-19</p> <p><b>Equipment and Machinery—</b></p> <p>Finished Goods Storage, How Walter Baker Improved (Sanstrom) ..... Oct.-17      Streamlining Your Factory for Profits (Rosengren) ..... June-29      Streamlining Your Plant (Love) ..... June-39      Insect Control in Production Processes (Clayton) ..... Nov.-13      Preventing Insect Infestation (Clayton) ..... July-15</p> <p><b>F</b></p> <p><b>Factories—</b></p> <p>Walter Baker Co. Improves Finished-Goods Storage (Sanstrom) ..... Oct.-17      Bob's Candy &amp; Pecan Company Rebuilds ..... July-18      De Martini Celebrates 90th Birthday ..... Dec.-28      Glade Candy Company in New Factory ..... Sept.-32      Sanders, Fred, to Build Modern Factory ..... May-35      Sierra Candy Company Moves to New Quarters ..... May-34      Steven Candy Kitchens in New Factory ..... Nov.-16</p> <p>Figs, Biochemistry of (Digest) ..... Sept.-19      Filth in the Confectionery Plant, Avenues of (Wharton) ..... June-18      Findings, About Candy People ..... Sept.-14</p> <p><b>Flavor—</b></p> <p>Flavor in Confectionery, A Series (Clendenning) ..... Jan.-17      The Physiological Aspects ..... Feb.-23      Methods of Evaluation ..... Mar.-21      Taste-Provoking Agents ..... Apr.-22      Learning What the Public Likes ..... May-30</p> <p>Vanilla Flavors ..... Sept.-19</p> <p>Flavoring Quality of Cacao Varieties (Digest) ..... Sept.-19      Flavoring Substances (Digest) ..... Sept.-19</p> <p><b>Food-Drug Act Rulings—</b></p> <p>Benzoyl of Soda, Wisconsin Ruling on ..... Feb.-54      Cherries, Maraschino ..... Feb.-52      Dragees, Silver ..... May-35      Fancy Packages, Listing Ingredients on ..... Jan.-32      Glaze, Candy ..... May-35      Nuts, Salted, Labeling of ..... Aug.-37      Packages for Chocolate-Covered Cherries ..... Apr.-39      Rock Candy Syrup ..... Aug.-37</p> <p>Full Speed Ahead; Make America Strong (Noble) ..... Oct.-24</p> <p><b>G</b></p> <p>Glade Candy Company in New Quarters ..... Sept.-32      Glaze, Candy, F-D-C Ruling on ..... May-35      Gott, Phillip P., New N.C.A. President ..... Nov.-15      Gums and Jellies (Candy Clinic) ..... July-21</p>
---	---

## H

**Hard Candies (Candy Clinic)**

Hard Candies (Candy Clinic)	Jan.-25
Health Candies (Mail Exchange)	Sept.-34
Holiday Candy, Merchandising (Young)	Jan.-41
Holiday Packages (Candy Clinic)	Jan.-25
"Home Mades" (Editorial)	Jan.-28
Honey, California (Digest)	Sept.-19
Honey Molasses Candy (Recipe)	Oct.-23
Hoton's Method, Cacao Fat Identification by (Digest)	Sept.-19

**Housekeeping, Candy Plant—A Series (Clayton)**

Preventing Insect Infestation	July-15
Controlling Warehouse Pests	Aug.-15
Proper Storage Conditions	Sept.-14
Insect Control in Production Processes	Nov.-13
Educating the Dealers	Dec.-15

## I

**Industrial Relations—**

Selecting and Developing Sales Personnel (Pickus)	July-37
Insect Control in Production Processes (Clayton)	Nov.-13
Insect Infestation, Preventing (Clayton)	July-15
Inserts, Package, Function of (List)	Aug.-35

It Smells, Candy Advertising (Editorial) Mar.-26

## J

Jellies and Gums (Candy Clinic)	July-21
---------------------------------	---------

## L

**Labelling Under Food-Drug Act—**

(See Food-Drug Act Rulings)

Labelling Requirement (Mail Exchange)	Apr.-25
---------------------------------------	---------

**Legislation—**

Effective Labeling Date Postponed on Certain Packages	Jan.-44
---	---------

## M

**Machinery and Equipment—**

Finished Goods Storage, How Walter Baker Improved (Sanstrom)	Oct.-17
Insect Control in Production Processes (Clayton)	Nov.-13
Preventing Insect Infestation (Clayton)	July-15
Streamlining Your Plant for Profit (Rosengren)	June-29

**Management—**

Aviation of Filth in the Confectionery Plant (Wharton)	June-18
--	---------

Candy Plant Housekeeping—A Series (Clayton)	July-15; Aug.-15; Sept.-14; Nov.-13; Dec.-15
---	--

Confectionery Credit (Editorial)	May-37
----------------------------------	--------

Credit and Collection in the Confectionery Industry (Stang)	July-24; Aug.-47
---	------------------

Full Speed Ahead; Make America Strong (Noble)	Oct.-24
---	---------

Market Research—A Modern Selling Tool (Deveneau)	June-35
--	---------

Operating Economies from Efficient Layout	Dec.-33
---	---------

Sales Personnel, Selecting and Developing (Pickus)	July-37
--	---------

Seizure Notices (Editorial)	Sept.-22
-----------------------------	----------

# CANDY PACKAGING

**Candy Again Featured at Packaging Conference**—Apr.-44

Christmas and Canada (Thomas)	Feb.-39
-------------------------------	---------

Confectionery Packages Win High Honors	Mar.-40
--	---------

Creating Shape and Design of Candy Packages (Dean)	Apr.-37
--	---------

Deception (Editorial)	Apr.-27
-----------------------	---------

Designing Candy Displays (Dean)	May-53
---------------------------------	--------

Packaging For Gift Sales (Murphy)	Nov.-35
-----------------------------------	---------

Packaging of Chocolate-Covered Cherries	Feb.-48
---	---------

Planning the Candy Package (Dean)	Mar.-37
-----------------------------------	---------

Program for Packaging Exposition	Feb.-49
----------------------------------	---------

Program, 10th Packaging Conference	Mar.-43
------------------------------------	---------

Transparent Packaging (List)	Oct.-39
------------------------------	---------

## P

**Patents, Candy and Machinery** Feb.-50; Apr.-24;

June-43; July-43; Sept.-41; Oct.-34; Nov.-47; Dec.-24	
---	--

Pests, Warehouse, Controlling (Clayton)	Aug.-15
---	---------

Pineapple-Coconut Bon Bons (Recipe)	Oct.-23
-------------------------------------	---------

Pectin (Digest)	Sept.-19
-----------------	----------

Pot Pourri (Recipe)	Dec.-18
---------------------	---------

**Premiums—**

Premium Deal Successful for Reed	Mar.-39
----------------------------------	---------

Premium Show Space Sold Out	Apr.-39
-----------------------------	---------

President (Editorial)	June-25
-----------------------	---------

**Production—**

Avenues of Filth in the Confectionery Plant (Wharton)	June-18
---	---------

How Walter Baker Improved Finished Goods Storage (Sanstrom)	Oct.-17
---	---------

Flavor in Confections—A Series (Clayton)	Jan.-17; Feb.-23; Mar.-21; Apr.-22; May-30
--	--

Streamlining Your Factory for Profit (Rosengren)	June-29
Streamlining Your Plant (Love)	June-39

**Manufacturer-Retailer, The—**

Air Conditioning the Retail Shop (Eddington)	Jan.-23
--	---------

Hole-in-Wall Candy Shops (Eddington)	Nov.-18
--------------------------------------	---------

How to Feature "Specials" (Eddington)	Sept.-17
---------------------------------------	----------

Imagination Plus Caramels (Battu)	May-32
-----------------------------------	--------

Let's Celebrate Hallowe'en (Eddington)	Oct.-22
--	---------

Pointers for Retail Candy Makers (Eddington)	Dec.-17
--	---------

Recipes—	
----------	--

Almond Toffee	Jan.-24
---------------	---------

Honey Molasses Candy	Oct.-23
----------------------	---------

Pineapple-Coconut Bon Bons	Dec.-23
----------------------------	---------

Pot Pourri	Sept.-18
------------	----------

Washington Toffee	Sept.-18
-------------------	----------

Manufacturers, Candy, Selling (Editorial)	Aug.-23
---	---------

Marshmallows (Candy Clinic)	July-21
-----------------------------	---------

Marshmallow Peanuts (Mail Exchange)	Sept.-34
-------------------------------------	----------

"M-Day" and Candy (Editorial)	July-27
-------------------------------	---------

Maple Syrup (Digest)	Sept.-19
----------------------	----------

**Merchandising (See Also Packaging)**

Advertising Candy by Smell	Feb.-47
----------------------------	---------

Candy and the Super Market (Zimmerman)	Mar.-17
--	---------

Candy in the Drug Store (McGarry)	Apr.-17
-----------------------------------	---------

Designing Candy Displays (Dean)	May-53
---------------------------------	--------

Gift Sales, Packaging for (Murphy)	Nov.-35
------------------------------------	---------

Holiday Candy, Merchandising (Young)	Jan.-41
--------------------------------------	---------

How to Feature "Specials" (Eddington)	Sept.-17
---------------------------------------	----------

Market Research—A Modern Selling Tool (Deveneau)	June-35
--	---------

Novel Display Features in Shops	Dec.-18
---------------------------------	---------

Premium Deal Successful for Reed	Mar.-39
----------------------------------	---------

Revolving Table Deal for Brach Dealers	Apr.-39
--	---------

Resale, What About; Function of Package Insert (List)	Aug.-35
---	---------

Mints, Thin (Mail Exchange)	Sept.-34
-----------------------------	----------

"Transformed" Sugar (Mail Exchange)	Apr.-25	
<b>Recipes and Formulas—</b>		
Almond Toffee	Jan.-24	
Honey Molasses Candy	Oct.-23	
Pineapple-Coconut Bon Bons	Oct.-23	
Pot Pourri	Dec.-18	
Washington Toffee	Sept.-18	
Reed, Premium Deal Successful for	Mar.-39	
<b>Research—</b>		
Candy Plant Sanitation—A Series (Clayton)	July-15; Aug.-15; Sept.-14; Nov.-13; Dec.-15	
Coverage of Chocolate Coatings—The Bob Test (Freundlich)	Jan.-20; Feb.-19	
Flavor in Confections—A Series (Clendenning)	Jan.-17; Feb.-23; Mar.-21; Apr.-22; May-30	
Sales Personnel, Selecting and Developing (Pickus)	July-37	
Research, Market—A Modern Selling Tool (Deveneau)	June-35	
<b>Rulings, Food-Drug-Cosmetic Act—</b>		
Benzene of Soda, Wisconsin Ruling on	Feb.-54	
Cherries, Maraschino	Feb.-52	
Dragees, Silver	May-35	
Glaze, Candy	May-35	
Listing Ingredients on Fancy Packages	Jan.-32	
Nuts, Salted, Labeling of	Aug.-37	
Packaging of Chocolate-Covered Cherries	Apr.-39	
Rock Candy Syrup	Aug.-37	
<b>S</b>		
Salesmen's Slants (Franklin)	Feb.-52; Mar.-42; May-49; Oct.-42; Dec.-41	
Sales Personnel, Selecting and Developing (Pickus)	July-37	
Salted Nuts (Candy Clinic)	Feb.-24	
Sanders, Fred, To Build Modern Factory	May-35	
San Francisco Fair, Industry Participating (Battu)	Aug.-18	
<b>Sanitation, Candy Plant—</b>		
Avenues of Filth in the Confectionery Plant (Wharton)	June-18	
Clarke Addresses Midwest Manufacturers on	Sept.-16	
Controlling Warehouse Pests (Clayton)	Aug.-15	
Insect Control in Production Processes (Clayton)	Nov.-13	
New York Manufacturers Hear Herrman on	Oct.-29	
Preventing Insect Infestation (Clayton)	July-15	
Proper Storage Conditions (Clayton)	Sept.-14	
Educating the Dealers in (Clayton)	Dec.-15	
<b>Secrets (Editorial)</b>		June-25
Shellac Flakes (Mail Exchange)	Apr.-25	
Sierra Candy Company Moves to New Quarters	May-34	
Small Batch Formulas (Mail Exchange)	Apr.-25	
Small Package Candies (Candy Clinic)	Nov.-20	
Steven Candy Kitchens Builds New Factory	Nov.-16	
Storage Conditions, Proper—Fumigation, etc. (Clayton)	Sept.-14	
Sugar "Transformed" (Mail Exchange)	Apr.-25	
Summer Packages (Candy Clinic)	Aug.-19	
Super Market, Candy and the (Zimmerman)	Mar.-17	
<b>S.W.C.A.—</b>		
Biltmore, Roanoke, for Convention	Dec.-25	
Convention and Candy Show	July-17	
Grossman, New President	Sept.-40	
Holds Outstanding Convention	Aug.-24	
Plans Candy Show at Convention	May-27	
Roanoke is Convention City	Jan.-28	
<b>"Sweetest Day"—</b>		
Again Featured Nationally	Nov.-48	
Committee in Larger Quarters, Cleveland	Sept.-41	
New York Manufacturers Start Plans for	Sept.-29	
<b>T</b>		
Technology, Candy (Editorial)	Jan.-28	
Test Methods, Candy (Mail Exchange)	Mar.-28	
That Reminds Me ("Q")	Aug.-17	
Tobacco Jobbers Hold 8th Annual Convention	Jan.-43	
Toffee, Almond (Recipe)	Jan.-24	
Toffee, Washington (Recipe)	Sept.-18	
Tooth Decay, Sugar Causes, Says Dentist	Mar.-20	
Trade Marks Feb.-51; Apr.-24; June-44; July-43;	Sept.-42; Oct.-43; Dec.-42	
<b>V</b>		
Vanilla Flavor (Clendenning)	May-30	
<b>W</b>		
Washington Toffee (Recipe)	Sept.-18	
Western Confectionery Association, White Heads	May-27	
<b>W.C.S.A.—</b>		
Holds 25th Annual Convention	Jan.-19	
Western Association Meets in Chicago in December	Nov.-17	
Why Not \$4? (Editorial)	July-27	
World's Fair, San Francisco, Candy at the	Aug.-18	

## INDEX TO AUTHORS

Allured, P. W.	
Off the Publisher's Cuff	Feb.-16; Mar.-14; May-16; Nov.-10
Battu, Zoe A.	
Imagination Plus Caramels	May-32
Candy Trade Participates in San Francisco Fair	Aug.-18
Clayton, Robert I.	
Preventing Insect Infestation	July-15
Controlling Warehouse Pests	Aug.-15
Proper Storage Conditions	Sept.-14
Insect Control in Production Processes	Nov.-13
Educating the Dealers	Dec.-15
Clendenning, Talbot	
Flavoring in Confections—A Series	
Part I—The Physiological Aspects	Jan.-19
Part II—Methods of Evaluation	Feb.-23
Part III—Taste-Provoking Agents	Mar.-21
Part IV—Learning What the Public Likes	Apr.-22
Part V—Vanilla Flavors	May-30
Conquest, V.	
Fresh Egg White Solids in Candy Processing	May-28
Dean, Charles C. S.	
Planning the Candy Package	Mar.-37
Creating Shape and Design of Candy Packages	Apr.-37
Designing Candy Displays	May-53
Deveneau, Willard P.	
Market Research—A Modern Selling Tool	June-35
Eddington, George A.	
Air Conditioning the Retail Shop	Jan.-23
How to Feature "Specials"	Sept.-17
Let's Celebrate Hallowe'en	Oct.-22
Hole-in-Wall Candy Shops	Nov.-18
Pointers for Retail Candy Makers	Dec.-17
Franklin, C. R.	
Salesmen's Slants	Feb.-52; May-49; Oct.-42; Dec.
Freundlich, Leo	
Coverage of Chocolate Coatings—The Bob Test	
Part I	Jan.-20
Part II	Feb.-19
Love, Edward W.	
Streamlining Your Plant	June 39
List, O. F.	
Without Loss of Dignity—Redesign	Sept.-37
Wharton, W. R. M.	
When Are Packages Deceptive?	Apr.-40
Avenues of Flith in the Confectionery Plant	June-18
Young, B. F.	
Merchandising Holiday Candies	Jan.-41
Zimmerman, M. M.	
Candy and the Super Market	Mar.-17